

## **FCA US LLC Reports June 2016 U.S. Sales Increased 7 Percent; Best June Sales Since 2005**

- Jeep® brand sales up 17 percent; best June sales ever
- Four Jeep brand vehicles record their best June sales ever
- Ram Truck brand sales up 14 percent; best June sales in a decade
- Dodge brand sales up 3 percent for best June sales in two years

July 1, 2016, Auburn Hills, Mich. - FCA US LLC today reported U.S. sales of 197,073 units, a 7 percent increase compared with sales in June 2015 (185,035 units), and the group's best June sales in 11 years.

The Jeep®, Dodge and Ram Truck brands each posted year-over-year sales gains in June compared with the same month a year ago. The Jeep brand's 17 percent increase was the brand's best June sales ever, while Ram achieved its best June sales in a decade.

"Strong Jeep and Ram Truck brand sales fueled our best June sales in 11 years," said Reid Bigland, Senior Vice President – Sales, FCA – North America. "In spite of some severe stock market volatility in June, the American consumer stayed focus on buying new vehicles and propelled FCA to six vehicle sales records last month."

Four of the six sales records in June were set by Jeep brand models. The Jeep Wrangler, Jeep Patriot, Jeep Compass and Jeep Renegade each posted their best June sales ever. The Jeep brand continues to set records by logging its best June sales ever. In addition, the Ram ProMaster City van and the Fiat 500X each turned in their best June sales ever.

### **Jeep® Brand**

Jeep brand sales were up 17 percent for its best June sales ever and its 33rd-consecutive month of year-over-year sales gains. The Jeep brand has set a sales record in every month dating back to November 2013. Four Jeep brand vehicles set June sales records. The Jeep Wrangler, Jeep Patriot, Jeep Compass and Jeep Renegade each posted their best June sales ever. Sales of the Jeep Grand Cherokee were up 9 percent for its best June sales since 2005. The Jeep Wrangler Unlimited and the Grand Cherokee each won their segments last month in Strategic Vision's annual Total Quality Impact™ (TQI). The Grand Cherokee won in the Mid-size SUV category while Wrangler Unlimited topped the Entry SUV classification.

### **Ram Truck Brand**

Ram Truck brand sales, which include the Ram pickup, Ram ProMaster and Ram ProMaster City, were up 14 percent for its best June sales in a decade. Ram pickup truck sales increased 14 percent in June, the pickup's best June sales since 2004. In addition, the Ram ProMaster City van recorded its best June sales ever. Last month, the Ram Truck and Mopar brands introduced the Mopar '16 Ram Rebel, the most recent limited-edition vehicle created using a unique selection of performance parts and accessories from the service, parts and customer-care brand of FCA US. The Mopar '16 Ram Rebel will feature a limited production of just 500 vehicles, upgraded with Mopar Custom Shop options. Additional parts and accessories are available at the dealership for even further customization.

### **Dodge Brand**

Dodge brand sales were up 3 percent in June compared with the same month a year ago. Sales of the Dodge Grand Caravan were up 79 percent last month for the minivan's best June sales since 2008. In addition, sales of the Dodge Durango increased 38 percent for the full-size SUV's best June sales in a decade. The Dodge brand is celebrating the 25th anniversary of the Dodge Viper with five limited-edition models that commemorate the final year of Viper production and highlight several of the most iconic special edition Vipers of the past. Also last month, the Dodge Challenger led the Specialty Coupe segment for total quality in Strategic Vision's Total Quality Impact™ (TQI).

### **FIAT Brand**

Sales of the 500X – in its second month of year-over-year comparisons – were up significantly in June compared with the same month a year ago. FIAT brand sales, which include the Fiat 500, Fiat 500L and 500X, were down 19 percent in June, compared with the same month a year ago. For the second-consecutive year, the 500 was tops in total quality in the Micro Car segment in Strategic Vision's annual Total Quality Impact™ (TQI).

### **Chrysler Brand**

The all-new 2017 Chrysler Pacifica continues to gain momentum in the marketplace. In its third month on sale, the Pacifica minivan posted sales of 7,207 units, up significantly from its sales in the previous month of May. *U.S. News & World Report* recently announced the Pacifica as the No. 1 ranked minivan in the industry, highlighting Pacifica's innovative features and technology. Chrysler brand sales were down 20 percent in June compared with the same month a year ago.

#### **FCA US LLC Sales Summary June 2016**

Model	Month Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr		Curr Yr	Pr Yr	
Compass	8,840	3,885	128%	48,033	26,667	80%
Patriot	12,050	9,691	24%	64,117	59,635	8%
Wrangler	20,060	19,159	5%	100,355	102,450	-2%
Cherokee	16,243	18,472	-12%	102,652	105,426	-3%
Grand Cherokee	16,810	15,464	9%	100,737	93,080	8%
Renegade	9,688	4,858	99%	52,237	14,431	262%
<b>JEEP BRAND</b>	<b>83,691</b>	<b>71,529</b>	<b>17%</b>	<b>468,131</b>	<b>401,689</b>	<b>17%</b>
200	7,817	18,560	-58%	40,981	106,569	-62%
300	3,669	3,965	-7%	30,754	24,715	24%
Town & Country	6,054	8,284	-27%	55,448	38,964	42%
Pacifica	7,207	0	New	10,189	0	New
<b>CHRYSLER BRAND</b>	<b>24,747</b>	<b>30,809</b>	<b>-20%</b>	<b>137,372</b>	<b>170,248</b>	<b>-19%</b>
Dart	3,305	6,702	-51%	29,079	49,055	-41%
Avenger	0	113	-100%	0	1,011	-100%
Charger	6,223	7,703	-19%	50,324	50,761	-1%
Challenger	5,479	6,845	-20%	34,607	37,011	-6%
Viper	57	62	-8%	298	351	-15%
Journey	9,785	9,827	0%	47,208	51,283	-8%
Caravan	13,473	7,512	79%	71,523	36,876	94%
Durango	6,497	4,693	38%	38,701	30,794	26%

<b>DODGE BRAND</b>	<b>44,819</b>	<b>43,457</b>	<b>3%</b>	<b>271,740</b>	<b>257,142</b>	<b>6%</b>
Ram P/U	38,126	33,332	14%	231,405	212,716	9%
Cargo Van	0	79	-100%	1	3,075	-100%
ProMaster Van	2,113	2,223	-5%	16,288	12,077	35%
ProMaster City	997	444	125%	9,261	3,078	201%
<b>RAM BRAND</b>	<b>41,236</b>	<b>36,078</b>	<b>14%</b>	<b>256,972</b>	<b>230,946</b>	<b>11%</b>
Alfa 4C	36	25	44%	309	320	-3%
<b>ALFA BRAND</b>	<b>36</b>	<b>25</b>	<b>44%</b>	<b>309</b>	<b>320</b>	<b>-3%</b>
500	1,113	2,283	-51%	7,932	15,390	-48%
500L	274	530	-48%	2,338	6,076	-62%
500X	1,156	324	257%	7,464	332	2148%
Spider	1	0	New	1	0	New
<b>FIAT BRAND</b>	<b>2,544</b>	<b>3,137</b>	<b>-19%</b>	<b>17,735</b>	<b>21,798</b>	<b>-19%</b>
<b>TOTAL FCA US LLC</b>	<b>197,073</b>	<b>185,035</b>	<b>7%</b>	<b>1,152,259</b>	<b>1,082,143</b>	<b>6%</b>
<b>Total Car &amp; MPV</b>	<b>54,707</b>	<b>62,584</b>	<b>-13%</b>	<b>333,782</b>	<b>367,099</b>	<b>-9%</b>
<b>Total UV's</b>	<b>101,129</b>	<b>86,373</b>	<b>17%</b>	<b>561,504</b>	<b>484,098</b>	<b>16%</b>
<b>Total Truck &amp; LCV</b>	<b>41,236</b>	<b>36,078</b>	<b>14%</b>	<b>256,972</b>	<b>230,946</b>	<b>11%</b>

Method of Determining Monthly Sales. FCA US's reported vehicle sales represent unit sales of vehicles to retail and fleet customers, limited deliveries of vehicles to others such as its officers, directors, employees and retirees and vehicles used for marketing. Reported vehicle unit sales do not necessarily correspond to reported revenues, which are based on FCA US's sale and delivery of vehicles, and typically recognized upon shipment.

Sales from dealers to retail customers are reported to FCA US by dealers through a new vehicle delivery reporting (NVDR) system which then compiles the reported data as of the end of each month. In certain circumstances in which the customer or end user is known at the time of shipment, including fleet sales, vehicle unit sales are reported through FCA US's management reporting system based on management's determinations. These determinations may be made after the dates on which vehicles are shipped; however, all vehicles reported as sold in the monthly sales report have been shipped, and FCA US has recognized revenue with respect to such vehicles, at or prior to the date on which the vehicle unit sale is reported.

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This press release contains forward-looking statements. These statements may include terms such as "may", "will", "expect", "could", "should", "intend", "estimate", "anticipate", "believe", "remain", "on track", "design", "target", "objective", "goal", "forecast", "projection", "outlook", "prospects", "plan", "intend", or similar terms.

Forward-looking statements are not guarantees of future performance. Rather, they are based on the current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: the Group's ability to reach certain minimum vehicle sales volumes; developments in global financial markets and general economic and other conditions; changes in demand

for automotive products, which is highly cyclical; the Group's ability to enrich the product portfolio and offer innovative products; the high level of competition in the automotive industry; the Group's ability to expand certain of the Group's brands internationally; changes in the Group's credit ratings; the Group's ability to realize anticipated benefits from any acquisitions, joint venture arrangements and other strategic alliances; potential shortfalls in the Group's defined benefit pension plans; the Group's ability to provide or arrange for adequate access to financing for the Group's dealers and retail customers; the Group's ability to access funding to execute the Group's business plan and improve the Group's business, financial condition and results of operations; various types of claims, lawsuits and other contingent obligations against the Group; disruptions arising from political, social and economic instability; material operating expenditures and other effects from and in relation to compliance with environmental, health and safety regulation; developments in labor and industrial relations and developments in applicable labor laws; increases in costs, disruptions of supply or shortages of raw materials; exchange rate fluctuations, interest rate changes, credit risk and other market risks; political and civil unrest; earthquakes or other disasters and other risks and uncertainties. "The Group" as used herein refers to Fiat Chrysler Automobiles N.V. (the "Company") together with its subsidiaries, or any one or more of them, as the context may require.

Any forward-looking statements contained in this press release speak only as of the date of this document and the Company does not undertake any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its businesses, including factors that could materially affect the Company's financial results, is included in the Company's reports and filings with the U.S. Securities and Exchange Commission, the AFM and CONSOB.

#### **About FCA US LLC**

FCA US LLC is a North American automaker based in Auburn Hills, Michigan. It designs, manufactures, and sells or distributes vehicles under the Chrysler, Dodge, Jeep®, Ram, FIAT and Alfa Romeo brands, as well as the SRT performance designation. The Company also distributes Mopar and Alfa Romeo parts and accessories. FCA US is building upon the historic foundations of Chrysler Corp., established in 1925 by industry visionary Walter P. Chrysler and Fabbrica Italiana Automobili Torino (F.I.A.T.), founded in Italy in 1899 by pioneering entrepreneurs, including Giovanni Agnelli. FCA US is a member of the Fiat Chrysler Automobiles N.V. (FCA) family of companies. (NYSE: FCAU/ MTA: FCA).

FCA is an international automotive group listed on the New York Stock Exchange under the symbol "FCAU" and on the Mercato Telematico Azionario under the symbol "FCA."

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